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EnerNOC Adds Eric Erston as Vice President of Global Enterprise Sales

BOSTON, Jan. 20, 2015 (GLOBE NEWSWIRE) -- [EnerNOC, Inc.](#) (Nasdaq:ENOC), a leading provider of energy intelligence software (EIS), announced today that it has hired Eric Erston as Vice President of Global Enterprise Sales. In this role, Mr. Erston will report to EnerNOC Senior Vice President of Global Sales, Gregg Dixon, and will be responsible for driving the adoption of EnerNOC's cloud-based software with enterprise customers in all geographies.

Over the past 15 years, Mr. Erston served in a variety of sales leadership roles at RSA, the Security Division of EMC, a multi-billion dollar global provider of cloud-based IT solutions that promote data backup and recovery. Mr. Erston rose through RSA's sales organization, leading large teams, driving worldwide growth, and delivering aggressive software sales results. Most recently, he led the global integration of a strategic acquisition for RSA, and built out RSA's Sales, Professional Services, and Customer Support organizations in the EMEA and Asia-Pacific regions. Prior to RSA, Mr. Erston worked in sales and consulting roles at several early-stage technology companies.

"Eric's proven track record of triple digit software sales growth is just one of many strong qualifications Eric brings to this role," said Dixon. "His experience creating high performing teams, technical understanding of global enterprise software sales, and expertise that spans a variety of industries will help EnerNOC as we continue to expand our energy intelligence software offerings in markets worldwide, and we are thrilled to welcome him to our team."

"EnerNOC has built the leading solution to help executives manage enterprise energy use, similar to how they might approach any other significant corporate expenditure where cloud-based solutions have been adopted," said Erston. "I look forward to helping EnerNOC accelerate global adoption of its energy intelligence software solutions with Fortune 1,000 enterprises and other large global organizations, helping them improve productivity and turn energy management into a competitive advantage."

Mr. Erston is preceded at EnerNOC by other software industry leaders. Most recently, Holly Lynch joined the Company as Senior Vice President of Human Resources from Hologic, a global healthcare technology provider. In late 2014, Kirk Arnold, CEO of Data Intensity and software industry veteran, joined EnerNOC's Board of Directors. Earlier in 2014, EnerNOC hired Vice President of Professional Services Phil Pergola from BMC Software.

About EnerNOC

EnerNOC is a leading provider of cloud-based energy intelligence software (EIS) and services to thousands of enterprise customers and utilities globally. EnerNOC's EIS solutions for enterprise customers improve energy productivity by optimizing how they buy, how much they use, and when they use energy. EIS for enterprise includes budgeting and procurement, utility bill management, facility optimization, visibility and reporting, project tracking, demand management, and demand response. EnerNOC's EIS solutions for utilities help maximize customer engagement and the value of demand-side resources, including demand response and energy efficiency. EnerNOC supports customer success with its world-class professional services team and a Network Operations Center (NOC) staffed 24x7x365. For more information, visit www.enernoc.com.

The EnerNOC, Inc. logo is available at <http://www.globenewswire.com/newsroom/prs/?pkgid=5804>

Safe Harbor Statement

Statements in this press release regarding management's future expectations, beliefs, intentions, goals, strategies, plans or prospects, including, without limitation, statements relating to the future growth and success of the Company's energy intelligence software, and the benefits that customers may derive from technology updates or enhancements to that software, including financial savings, may constitute forward-looking statements within the meaning of the Private Securities Litigation Reform Act of 1995 and other federal securities laws. Forward-looking statements can be identified by terminology such as "anticipate," "believe," "could," "could increase the likelihood," "estimate," "expect," "intend," "is planned," "may," "should," "will," "will enable," "would be expected," "look forward," "may provide," "would," "are well positioned to," or similar terms, variations of such terms or the negative of those terms. Such forward-looking statements involve known and unknown risks, uncertainties and other factors including those risks, uncertainties and factors referred to under the section "Risk Factors" in EnerNOC's most recent Annual Report on Form 10-K and subsequent Quarterly Reports on Form 10-Q, as well as other documents that may be filed by EnerNOC from time to time with the Securities and Exchange Commission. As a result of such risks, uncertainties and factors, the Company's actual results may differ materially from any future results, performance or achievements discussed in or implied by the forward-looking statements contained herein. EnerNOC is providing the

information in this press release as of this date and assumes no obligations to update the information included in this press release or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

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